## **ANDERSON EXHIBIT 18B**



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JANUARY	MANUFACTURER	SAVINGS*
Ditropan XL 5 mg./ 100s	Alza Pharmaceuticals	\$5.10
FEBRUARY	MANUFACTURER	SAVINGS*
Pyridium Plus 150 mg./ 30s	Warner Chilcott Labs	\$0.88
MARCH	MANUFACTURER	SAVINGS*
Zydone Tablets 5 mg / 100s	Endo Labs	\$1.85
Zydone Tablets 7.5 mg/ 100s	Endo Labs	\$2.04
		<b>42.</b> 0.
APRIL	MANUFACTURER	SAVINGS*
MetroLotion 2 fl. oz.	Galderma	\$1.77
Verelan PM 200 mg / 100s	Schwarz Pharma	\$6.50
Gynodiol 1.5 mg./ 100s		
Cynodior 1.5 mg./ 100s	Fielding Company	\$3.16
	A S' A STATE OF COMMENTS	
MAY	MANUFACTURER	SAVINGS*
MiraLax 255 gm.	Braintree Labs	\$2.60
Xopenex 24 X 3 mL	Sepracor	\$1.14
Xenical 120 mg/90s	Roche	\$1.98
Prozac 10 mg./ 30s	Eli Lilly and Company	\$3.16
Pletal 100 mg/ 60s	Pharmacia & Upjohn	\$1.43
Avalide 150 mg/ 12.5 90s	Bristol-Myers Squibb	\$5.63
JUNE	MANUFACTURER	SAVINGS*
Cenestin .625 mg./ 100s	Duramed Pharmaceuticals, Inc.	\$4.16
Verapamil HCL 240 mg, X 100s	Schein Pharmaceuticals	\$89.55 ◆
Baycol 0.4 mg / 100s	Bayer Corporation	\$3.00
		.40.00

#### ◆ FREE

## FIRST SCRIPT TOTAL SAVINGS: \$133

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<sup>\*</sup> Savings include all promtional discounts and are approximate based on NIFO and the value of extending dating.



# **Table of Contents**



Rx Advantage"



Leader® Brand Products

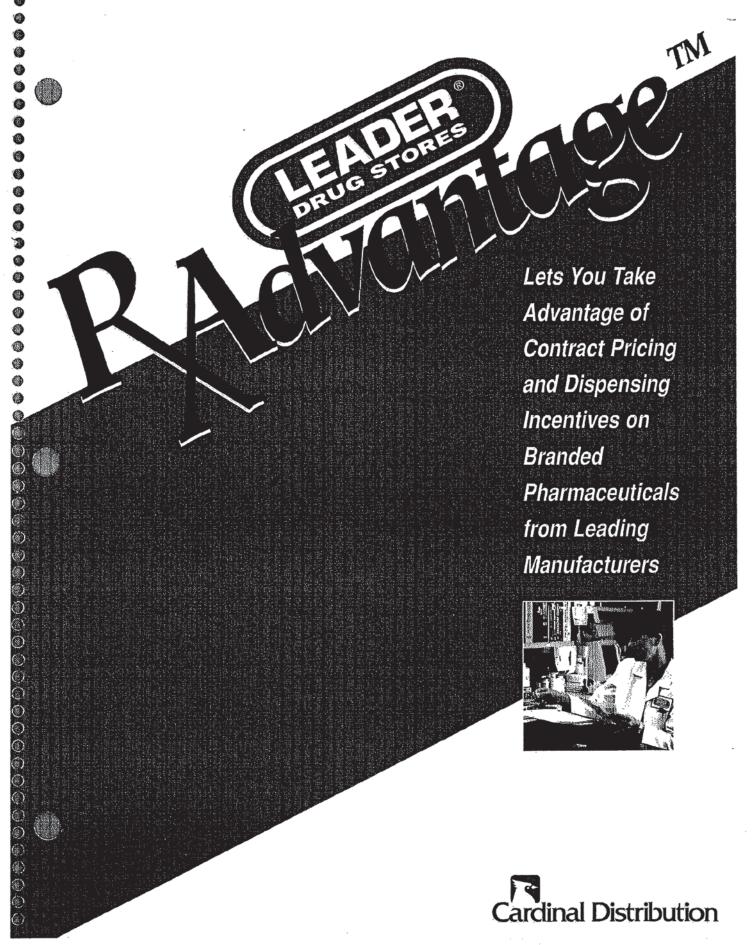


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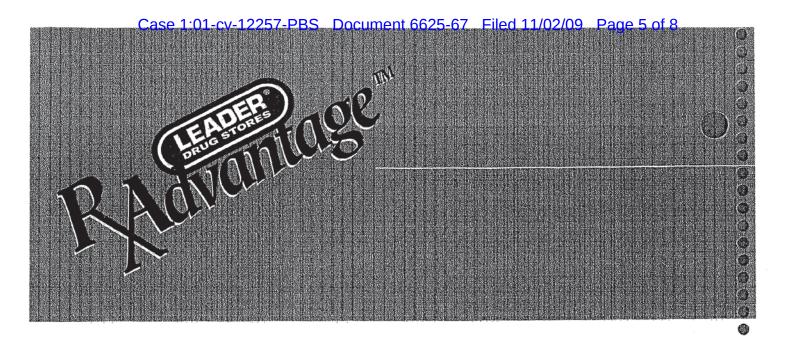


**ProfitPak®** 

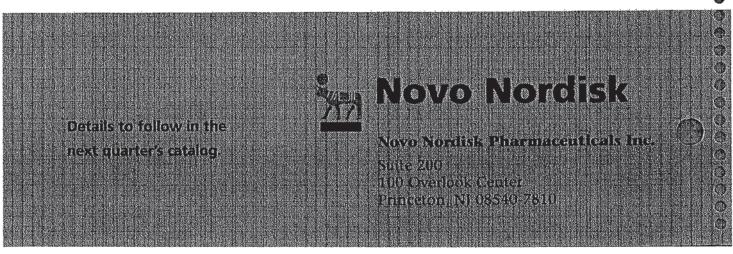
Product Listing			
Rx Advantage Contracts	Off Invoice	Rebate	Page
			,
3M Pharmaceuticals	YES	NO	1
Abbott Laboratories	YES	NO	2-4
Becton Dickinson	YES	NO	5
Blansett Pharmacal Co.	NO	YES	6
Braintree Laboratories	NO	YES	7
Colgate Oral Pharmaceuticals	YES	YES	8
Digestive Care, Inc.	YES	NO	9
Ferring Pharmaceuticals	YES	NO	10
Forest Laboratories	NO	YES	11-14
Glaxo Wellcome	NO	YES	15-17
Glenwood	NO	YES	18
Horizon Pharmaceutical Corporation	YES	YES	19-20
Kerr	NO	YES	.21
Mallinckrodt Chemical	NO	YES	22
Medicis Pharmaceutical Corporation	NO	YES	23
Ortho Biotech, Inc.	NO	YES	24-25
Pfizer	NO	YES	26-30
R & D Laboratories	YES	NO	31
Roxane Laboratories	YES	YES	32-36
Savage	YES	YES	37-38
Schering Laboratories	NO	YES	39-41
Upsher-Smith Laboratories	YES	YES	42-43
Wyeth-Ayerst	YES	NO	44-48
Zeneca	NO	YES	49-51
<b>Leader Brand Products</b>			53-60
Preferred Souce			61-99
ProfitPak Listing		,	101-104



CH 055673







CH 055674



## What's New In Rx Advantage

Abbot has extended its agreement through June 2001.

Braintree has added GoLytely Pineapple and NuLytely Lemon Lime.

Forest has extended its agreement on Levothroid through December 1999.

Glaxo has added Serevent Aerosol, Serevent Diskus and Imitrex Tablets.

Mallinekrodt has extended savings on Anexsia through June 2000.

Ortho Biotech has extended savings on Procrit through December 1999.

Schering has extended savings on Normodyne and Vanceril through December 1999.

#### Note

As of 1-1-98, the following software vendors are not sending data to NDC:

Accounting Systems Computers, Advanced Business Systems, Apollo Pharmacy Systems, Applied Micro Systems LTD., Best Computer Systems, Bristow Computers, Care Company, Comcotec Inc., Compusolve, Computer Solutions Inc., Dagar Software Development Cor., Daytech Corp., Digital Simplistics, Diversified Data, Francom's Software Ltd., Gensoft Development Group, Hidden Valley Medical, L Systems, Mai Basic Four, Mavis Computer Systems, Mede America, New Tech Computer Systems, Omnisys Inc., Pacific Pharmacy Computers, PC Business Systems, PC1, Pharmacy Consultant Services, Pharmacy Data Systems, Pharmacy Systems Inc., Pharmacy Systems Northwest, Pharm-Tech, PRN/Practiputing Inc., Prodigy Data Systems, Renlar, Scientific Retail Systems, Signature Software Systems Inc., Soft-Wear, Solid Data Systems, Steel City Software, Synercom, Tap Computer Systems, Tom Lanham Software, and Waif Computer.

If one of these is your vendor, you are not currently submitting data to be eligible for these rebates. To become eligible, please have your vendor contact NDC or contact your sales consultant to receive information on ScriptLINE as an alternative.

Each Leader Member must sign a Glaxo, Wyeth and Zeneca agreement and have their data sent to NDC in order to be eligible for discounts.

If you have any questions regarding the electronic format for data, please contact NDC at 1-800-786-8223.

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## **Rx Advantage Product Index**

Product	Manufacturer	Page	Product	Manufacturer	Page
Alesse	Wyeth-Ayerst	45	Nephr Amine	R & D Laboratories	31
Anexsia	Mallinckrodt Chemical	22	Nephro-Fer Rx	R & D Laboratories	31
Azathioprine	Roxane Laboratories	34	Nephro-Vite Rx	R & D Laboratories	31
Calcium Carb	Roxane Laboratories	34	Nordette Tab	Wyeth-Ayerst	45
Cardura	Pfizer	27	Normodyne	Schering	39
Chlorpromazine	Roxane Laboratories	34	Norvasc	Pfizer	26
Codeine	Roxane Laboratories	36	NuLytely	Braintree Laboratories	7
Desmopressin Acetate	Ferring Pharmaceuticals	10	Pacerone*	Upsher Smith	43
Dexamethasone	Roxane Laboratories	34	Pancrecarb	Digestive Care	9
Digoxin	Roxane Laboratories	34	Pediazole	Abbott Laboratories	4
Diphenoxylt	Roxane Laboratories	3.5	PerioGard *	Colgate Oral Pharmaceuticals	8
Duracet	Wyeth-Ayerst	46	Premarin	Wyeth-Ayerst	44
Dynacin *	Mcdicis Pharmaceuticals	23	Premphase	Wyeth-Ayerst	44
EES *	Abbott Laboratories	2	Procardia XL	Pfizer	28
Effexor	Wyeth-Ayerst	47	Procrit	Ortho Biotech, Inc.	24-25
Ery Base Filmtab	Abbott Laboratories	2	Prolex DH	Blansett Pharmacal Co.	6
Ery DR Cap	Abbott Laboratories	3	Propantheline	Roxane Laboratories	35
Ery Ethyl Liquid	Abbott Laboratories	2	Proventil HFA	Schering Laboratories	41
Ery Ethyl Succ	Abbott Laboratories	2	Roxanol Oral	Roxane Laboratories	32
EryPed *	Abbott Laboratories	2	Roxicet	Roxane Laboratories	33
Ery Stearate	Abbott Laboratories	3	Roxicodone	Roxane Laboratories	34
Ery-Tab	Abbott Laboratories	3	Roxiprin	Roxane Laboratories	33
Flonase Nasal Spray	Glaxo Wellcome	15	Rx Containers	Kerr	21
Flovent Aerosol	Glaxo Wellcome	15	Saliya Sub	Roxane Laboratories	35
Flovent Rotoadisk	Glaxo Wellcome	15	Serevent Aerosol	Glaxo Wellcome	16
GoLytely	Braintree Laboratories	7	Serevent Diskus	Glaxo Wellcome	17
Hydromorphone HCL	Roxane Laboratories	.36	Sodium Polys SS	Roxane Laboratories	35
Imitrex Nasal Spray	Glaxo Wellcome	15	Suprax	Wyeth-Ayerst	48
Imitrex Tablets	Glaxo Wellcome	15	Thioridaz	Roxane Laboratories	35
Ipatropium	Roxane Laboratories	35	Tiazac	Forest Pharmaceuticals	11-12
Kaochlar - SP	Savage	37	Triphasil	Wyeth-Ayerst	45
Klor-Con	Upsher Smith	42	Trovan	Pfizer	.30
Levothroid	Forest Laboratories	13-14	Tympagesic	Savage Laboratories	38
Lidocaine	Roxane Laboratories	35	Ultrafine	Becton Dickinson	5
Lithium Carb	Roxane Laboratories	35	Vanceril	Schering	40
Lo-Dose	Becton Dickinson	5	Verelan	Wyeth-Ayerst	48
Lodine XL	Wyeth-Ayerst	46	Wellbutrin SR	Glaxo Wellcome	15
Lo/Ovral	Wyeth-Ayerst	45	Yocon	Glenwood	18
Lorazepam	Roxane Laboratories	35	Zebutal *	Horizon Pharmaceutical Corporation	20
Meperidine	Roxane Laboratories	36	Zestril *	Zeneca Pharmaceuticals	49
Methadone	Roxane Laboratories	36	Zestoretic	Zeneca Pharmaceuticals	50
Minitran *	3M Pharmaceuticals	1	Ziac	Wyeth-Ayerst	46
Morphine Sulf	Roxane Laboratories	32	Zithromax	Pfizer	29
Naprelan	Wyeth-Ayerst	46	Zoto HC	Horizon Pharmaceutical Corporation	19

<sup>\*</sup> AB or AT Rated Products

PRICES IN THIS CATALOG ARE SUBJECT TO CHANGE WITHOUT NOTIFICATION.

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Manufacturer: 3M Pharmaceuticals

Effective: 4-1-98 - 3-31-00

Up to 33% Off Invoice Savings:

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#	Savinga	Net Sell
Minitran	0.1 mg/hr	30	00089-0301-02	Transderm-Nitro Nitro-Dur	2304772	961027	7 \$ 12.93	\$ 26.90
Minitran	0.2 mg/hr	30	00089-0302-02	Transderm-Nitro Nitro-Dur Transderm-Nitro	2304780	96103	5 \$ 13.31	\$ 27.24
Minitran	0.4 mg/hr	30	00089-0303-02	Nitro-Dur Transderm-Nitro	2304988	96104	3 \$ 14.81	\$ 30.33
Minitran	0.6 mg/hr	30	00089-0304-02	Nitro-Dur	2304806	96105	1 \$ 16.02	\$ 33.25

#### **Key Facts:**

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- Minitran is AB1 Rated and is a fully interchangeable, cost effective alternative to Nitro-Dur.
- Minitran is smaller, less noticeable and more comfortable for patients.

Minitran Profit Analysis vs. Competitive Item:

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		1		l	Contract	T
Preferred Product	UM	AWP	Direct Cost	AWP Less 12%	Net Sell	Profit Per Unit
Minitran 0.4 mg/hr	30	\$53,11	\$44.25	\$46.74	\$30.33	\$1641
Competing Product	UM	AWP	Direct Cost	AWP Less 12%	Net Sell	Profit Per Unit
Nitro-Dur 0.4 mg/hr	30	\$53.48	\$44.57	\$47.06	\$45.46	\$1.60

#### **Pharmacist Action Steps:**

Nitro-Dur 0.4 mg/hr

Product is AB1 rated to Nitro-Dur: Fill the preferred item.

July - September 1999